Job security, money are issues

UAW drafting demands for Chrysler contract

By Marjorie Sorge
Labor Editor

The UAW will demand a moratorium on plant closings and a further commitment from Chrysler Corp. to idle supervisory personnel in the same ratio as hourly workers when talks begin this July. The contract expires Sept. 14.

The union won a commitment from Chrysler in 1979 bargaining to idle supervisory personnel and hourly workers in the same ratio and to remove management personnel from bargaining units where there are a higher number of supervisory workers than hourly employes.

That problem still remains in certain employment pockets, especially the salaried areas where there are numerous job titles, the UAW said.

According to Marc Stepp, UAW vice president and director of the Chrysler department, the union wants a guaranteed income stream for high-seniority workers, a company prepaid legal services plan, a resumption of cost-of-living adjustments (COLA) and the annual improvement factor (AIF) and the reopening of some plants.

While both Chrysler and the UAW have indicated it is possible to restore COLA, they admit it might not be with the same formula as in previous contracts.

Stepp said the trigger mechanism might differ from Ford and General Motors where workers get one cent per hour for every 0.26 percent rise in the Consumer Price Index. The AIF has been a 3 percent annual raise.

According to a Chrysler official, the restoration of COLA payments and/or a wage increase might be possible in some form if the workers are willing to make cost-reducing changes in other demands.

• Both sides realize the workers want money since they have not received a raise in 19 months while their counterparts at GM and Ford have received both COLA and AIF benefits. Currently, Chrysler workers lag behind by over $2.00 an hour in COLA alone.

The workers made concessions worth over $1 billion during the last round of bargaining to help Chrysler qualify for federal loan guarantees.

Money in the paycheck seems to be the most important goal of the Chrysler hourly workers, and a Chrysler official said if the workers want more expendable income, then "we must look at areas where Chrysler is spending other money, such as pensions and health care."

Both those benefits will be major topics in the summer bargaining, and a Chrysler insider indicated that money could be diverted from those two programs into workers' paychecks if concessions were made in those areas.

Chrysler is also prepared for the UAW to make arrangements to continue its seat on the board of directors. The seat is currently held by UAW President Douglas A. Fraser, but he has said he will step down when he retires as union president in May, 1983.

It is expected that the union will want Fraser's successor to take over the seat if it wants to remain on the board, a Chrysler official said.

In addition, both the company and union are planning to introduce a plan to decrease absenteeism by tying excessive truancy to a worker's paycheck.

Chrysler's 1981 absenteeism rate was 5.6 percent, down from 6.0 percent in 1980. But Stepp said the union "cannot tolerate it as it is" and is planning an attack on absenteeism.

A plan was introduced in the new GM-UAW settlement which penalizes workers economically if they miss 20 percent or more of the scheduled work in a six-month period. Stepp said the Chrysler plan could be different.

The union is interested in tying absenteeism to peer pressure. That has worked well in plants using quality circle programs, Stepp said. At the Kokomo (Ind.) transmission plant, there is a 3-4 percent absenteeism rate, he said, and a quality circle program.

• Besides absenteeism, health care and pension costs are a major problem at Chrysler. There is currently one active worker for every retiree at Chrysler which raises the health care and pension costs.

According to a Chrysler offi-

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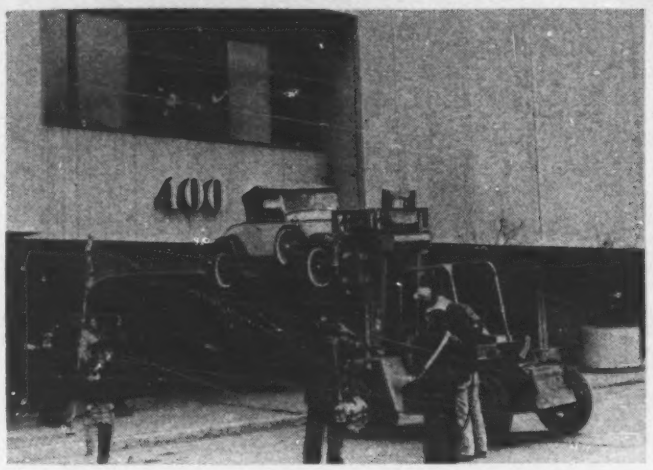

Rising ride for a roadster

A giant forklift moved a restored 1930 Model A Ford roadster from a specially prepared transport vehicle up two floors of the Renaissance Center in Detroit to Anton's Gentlemen's Apparel Store for its grand opening in April. The Model A will remain on permanent display, according to the clothier, to demonstrate Anton's recognition of tradition and quality.

Calm annual meeting likely for Chrysler

By Edward Lapham
Financial Editor

Chrysler Corp.'s June 3 annual meeting in St. Louis should be a rather calm affair, based on the proxy statement mailed to shareholders last week.

Shareholders will be asked to approve a management proposal to alter the stock option plan, reappoint the auditors and elect directors. Only one shareholder proposal will be presented at the meeting.

The proxy disclosed that former Congresswoman Martha W. Griffiths, John H. Coleman and George B. Young are retiring as non-employe board members.

Lilyan H. Affinito, 50, president and treasurer of Simplicity Pattern Co., Inc., has been nominated as part of the management slate.

John B. Naughton, sales and marketing executive vice president; Stephen Sharf, manufacturing executive vice president, and J. Paul Sticht, chairman of R. J. Reynolds Industries, Inc., were elected to the board in September and will be elected at an annual meeting for the first time.

Shareholders also will be asked to reappoint Touche Ross & Co. as independent public accountants and auditors.

There is only one shareholder proposal included in the proxy, unlike recent years when dissident groups offered a multitude of proposals which often drew a fairly large percentage of the shareholders' votes.

The lone proposal, opposed by management, was submitted by Evelyn Y. Davis. If approved, it would prohibit use of corporate funds as contributions to charitable, educational or other similar organizations except where it directly benefits the company.

• The proxy also disclosed that Chrysler Chairman Lee Iacocca took a 1.6 percent pay cut in 1981 to $362,313, including all forms of cash and cash-equivalent compensation, from $368,321 in 1980.

For the first eight months of 1981, Iacocca and other Chrysler executives had a reduction of 10 percent of their base salaries as part of the Salary Reduction Program. Iacocca's base salary of $360,000 was restored Sept. 1, 1981.

Gerald Greenwald, vice chairman, and Harold Sperlich, North American automotive operations president, both received raises last April when they were promoted from their executive vice president positions. They, too, had their base salaries reduced 10 percent as part of the Salary Reduction Program.

Greenwald received total compensation of $234,403 last year, up 16.1 percent from $201,910 in 1980. Sperlich received total compensation of $238,686 in 1981, up 21.3 percent from $196,813 in 1980.

In 1981, all 56 officers and directors as a group received total compensation of $5,152,688, for a per-person average of $92,012. In 1980, all 50 directors and officers as a group received total compensation of $4,735,986, for a per-person average of $94,720. The per-person average declined 2.9 percent, again as part of the Salary Reduction Program.

The board of directors' proposal to re-adopt the stock option plan would extend the plan until 1992, increase the number of grantable shares by 3.5 million and allow options to be granted at "fair market value" below the $6.25 per share minimum established at the 1981 annual meeting.

Shareholders will be asked to approve the plan, in order to replace the old qualified and non-qualified plans which expired April 17, 1982.

For new 4-cylinder engine for 626, Topaz and Tempo

Ford, Mazda seeking diesel waiver

By Jake Kelderman
Washington Staff Writer

WASHINGTON. — Ford Motor Co. and Mazda are asking the EPA to see it their way on a new diesel engine the companies hope to bring to the U.S. market by the 1984 model year.

Ford owns 25 percent of Toyo Kogyo, maker of Mazda vehicles.

The companies want the EPA to grant the engine a waiver from the oxides of nitrogen standard of 1.0 grams per mile, a standard diesel engines are having trouble meeting.

Such waivers are available through the 1984 model year under provisions of the 1977 Clean Air Act amendments and have been given to all other diesel engine makers under previous waiver requests.

The TX1 engine, as it is designated by both Ford and Mazda, is an in-line 4-cylinder prechamber type displacing 2 liters. Mazda will use it in its revised 626 model, and Ford will make it available as an option in its Topaz and Tempo cars scheduled for introduction as '83½ models.

Ford Escort and Mercury Lynx are also to get the new engine.

The Ford Ranger truck is also to get a Mazda-made diesel engine, but this will be a 2.2-liter model that Toyo Kogyo now sells in the domestic market.

Dieselizing the Topaz/Tempo line would mark the first entry by Ford into the diesel market and would allow the company to advertise some substantial mileage numbers as the cars are expected to produce mileage figures in the high 30s.

Ford plans to offer a larger BMW/Steyr-produced diesel engine in its reskinned Lincoln Mark VII in 1984. EPA previously granted the company a waiver from the same NOx standard for that engine.

Highway Patrol opts for Mustangs

The California Highway Patrol has stocked up on 400 1982 Ford Mustangs with the new high-output 5.0-liter V-8 engine. Downtown Ford, Inc., of Sacramento, handled the transaction. Here, Sgt. Dick Rademacher stands beside one of the fleet, which is powered to accelerate from zero to 60 MPH in seven seconds.

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57th year — No. 4912

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Dodge ragtop paces Boston Marathon

BOSTON. — The official "pace" car for the 86th annual running of the Boston Marathon on April 19 was a 1982 Dodge 400 convertible.

It led 7,000 runners away from the starting line and preceded them along the 26.1-mile course. An electronic digital clock on the deck lid of the convertible told spectators the leader's exact time.

truck watch

By Jack Walsh
Truck Editor

Archie R. McCardell, chairman of financially troubled International Harvester, ruffled a few feathers in his keynote address at the recent convention of NADA's American Truck Division in New Orleans.

While McCardell was critical of a wide range of industry and government practices, there were many in the audience who thought that he was particularly rough on the suppliers of heavy-truck components.

First, he noted that although most U. S. truck manufacturers and dealers have seen a reduction in profits, the supplier industry, in general, "has maintained an acceptable level of performance."

Changes in some supplier marketing practices could benefit both the truck manufacturer and the dealer, he indicated, and he called supplier co-operation a "key to the improved performance of the truck industry."

McCardell took issue with what he called supplier claims that the Robinson-Patman Act requires that components be sold to all manufacturers at the same price.

He said suppliers could reduce the product prices and offer volume adjustments if they offered innovative manufacturing, selling or credit terms to manufacturers and if they eliminated the high cost of marketing their products direct to the users.

"The marketing of our products and their components should be the responsibility of the truck manufacturers and their distribution organization," he said. By approaching customers directly, he added, suppliers duplicate dealers' marketing efforts.

Suppliers' extra marketing and administrative costs, McCardell charged, are passed on to assemblers, "which further diminishes dealer profit margins and inflates the price paid by customers."

He also noted that component selection by customers leads to parts proliferation and requires

Continued on Page 16, Col. 3

Liftgate designed for U. S. compacts

A liftgate designed for Chevrolet S-10, GMC S-15 and Ford Ranger compact pickup trucks has been introduced by DEL America Corp., Buffalo. The DL-10 has a capacity of 1,000 pounds, features chain drive and is 48 inches wide, 24 inches wide with a five-inch ramp. It bolts into the tailgate opening on the pickup box.

GM Worldwide Truck expanded on wide front

Truck manufacturing and assembly operations of GM Assembly Division, Chevrolet and GMC Truck & Coach will be merged into a single division within the Worldwide Truck and Bus Group, General Motors announced last week.

GM President F. James McDonald said the new division will have overall responsibility for all GM truck, bus and van manufacturing and assembly.

The division will be headed by Robert W. Truxell, currently GMC general manager and group manager of worldwide medium and heavy-truck and bus operations.

Detroit Diesel Allison Division also will become a part of the worldwide group, with responsibility for truck and bus diesel engines and heavy-duty transmissions.

As part of the consolidation, McDonald said a number of light-truck and van plants will be transferred to the worldwide group over the next few months.

These include GMAD plants at Shreveport, La., and St. Louis; Chevrolet plants at Indianapolis, Moraine, O. (both diesel-engine manufacturing and S-truck assembly), Detroit (truck chassis assembly) and Flint (truck assembly).

All related engineering activities also will be transferred to the worldwide group.

McDonald said the consolidation will not cause any realignment of current dealer franchises or changes in truck nameplates.

GM currently sells GMC, Chevrolet, Bedford (British) and Isuzu (Japanese) trucks and vans in various countries throughout the world, and buses in the U. S. and Canada.

"This consolidation will enable us to more effectively inte-

Continued on Page 44, Col. 5

Datsun, Toyota offer incentives of up to $1,040

By Joseph Bohn
Marketing Editor

Truck marketers continue using big cash incentives to move their merchandise in a competitive market.

Recently, Datsun and Toyota were among those announcing new programs, with Datsun paying up to $1,040 per 2-wheel-drive diesel pickup and Toyota up to $1,000 on comparable models.

Datsun's new program is called "Trucks-Cash on Delivery." It runs from April 9 to May 31, and provides cash payments to dealers, sales managers and salespeople.

The program covers all new '81 and '82 2-wheel-drive gasoline and diesel engine trucks. Four-wheel-drive units may be counted toward attainment of objectives, but don't provide any direct payment.

Dealers have a two-unit qualifer before they begin earning money.

Thereafter, they earn $300 on every 2-wheel-drive gasoline model and $500 on every 2-wheel-drive diesel pickup.

If Datsun dealers exceed 35 percent of their objectives by April 30, they receive an additional $100 on every two-wheel-drive model, bringing their gasoline-engine-model earnings to $400 and diesel earnings to $600 per unit.

If they exceed 100 percent of their objective, they receive another $100 bonus, non-retroactively, bringing payments up to

Continued on Page 16, Col. 5

truck personnel

Volvo White appoints Oliphant Autocar chief

Laurence E. Oliphant has been appointed director of Volvo White Corp.'s Autocar Division, with responsibility for operations at the firm's Ogden (Utah) plant and marketing activities for all Autocar products. He also will head Volvo White's International Sales Group.

L. E. Oliphant

Oliphant began his truck career with White Motor Corp. in 1962 and had been Great Lakes regional vice president and Autocar national sales manager before leaving in 1979 to join International Harvester. He was general manager of the IH Worldwide Parts Operation prior to joining Volvo White.

Ford shifts Rivard to light-truck post

Daniel L. Rivard has been appointed manager of light-truck product development for Ford Motor Co. Truck Operations. He had been chief engineer of the vehicle development engineering office, Car Engineering Group, since 1978.

D. L. Rivard

Rivard joined Ford in 1959, and held supervisory and managerial positions with the Product Development Group and Chassis Division prior to being named chief engineer for chassis structures in 1973.

In 1975, he was appointed executive engineer of the light-vehicle department and later of

Continued on Page 16, Col. 3

truck industry news

2-month total off slightly from year ago

February registrations top '81 by 4.8 percent

Registrations of new trucks of all types in the U. S. were up in February for the first time since last September, with light trucks carrying the load. The two-month total, however, was down slightly from a year ago.

During the month, according to R. L. Polk & Co. statistics, 171,075 new vehicles were registered, an increase of 4.8 percent over last year's 163,195. Through February, the count was 326,674 units, off 0.6 percent from the year-earlier 324,703.

In February, light trucks showed an increase of almost 8 percent over a year ago, rising from 146,980 units in 1981 to 158,631. There were gains in all three weight groups in this segment of the market.

Medium trucks were down 28.7 percent during the month, from 4,287 units last year to 3,073. Heavies were off 21.4 percent to 9,371 tallies, compared with 11,928 a year ago.

Through February, light trucks were up 3.2 percent, with increases in two of the three weight groups. The total was 301,410, compared with 292,061 a year ago.

Group 1 registrations through February were 7.1 percent higher than a year ago. The total was 167,590 units, compared with 156,489 in 1981. The Group 3 count was up 12 percent, from 2,153 units a year ago to 2,411.

Group 2 tallies were off 1.5 percent to 131,409 units, compared with 133,429 last year.

Group 2 was the hardest-hit light-truck category in the nose-dive that started three years ago, but has been showing steady improvement since the start of the 1982 model year.

Registrations of non-captive light trucks in the first two months totaled 45,381 units, an increase of 16.3 percent over

Continued on Page 44, Col. 3

HD registrations for two months dip 17.1 percent

Two-month registrations of new heavy trucks in the U. S. dropped 17.1 percent below last year's level, with only two makes showing any appreciable increase in penetration.

R. L. Polk & Co. reported 19,598 Groups 7 and 8 truck tallies through February, compared with 23,648 in the like period in 1981. The February total was 9,371, down 21.4 percent from the year-earlier 11,928 units.

GMC's two-month registrations were almost 14 percent higher than a year ago, rising from 3,078 units in 1981 to 3,498. Its share of the industry total through February was 17.85 percent, 4.83 percentage points greater than last year's 13.02 percent.

Peterbilt tallies for the two

Continued on Page 44, Col. 4

U. S. TRUCK REGISTRATIONS

TWO MONTHS, 1982 VS. 1981★

	2 mos., 1982	Percent Share of '82 market	2 mos., 1981	Percent Share of '81 market	Pct. pt. Change, '82-'81
Chevrolet	110,805	33.92	103,188	31.78	+ 2.14
Ford	87,651	26.83	105,562	32.51	− 5.68
Dodge	30,678	9.39	24,047	7.41	+ 1.98
GMC	28,049	8.59	23,618	7.27	+ 1.32
Jeep	8,690	2.66	7,878	2.43	+ 0.23
International	6,146	1.88	10,298	3.17	− 1.29
Mack	2,577	0.79	2,748	0.85	− 0.06
Plymouth*	1,924	0.59	2,902	0.89	− 0.30
Kenworth	1,220	0.37	1,517	0.47	− 0.10
Freightliner	1,119	0.34	1,120	0.34	.....
Peterbilt	1,022	0.31	825	0.25	+ 0.06
Mercedes-Benz	486	0.15	602	0.18	− 0.03
White	320	0.10	570	0.18	− 0.08
Western Star	124	0.04	112	0.03	+ 0.01
Autocar	104	0.03	203	0.06	− 0.03
Volvo	59	0.02	166	0.05	− 0.03
Misc.**	45,700	13.99	39,347	12.13	+ 1.86
TOTALS	326,674	100.00	324,703	100.00	.....

★—No registrations for Oklahoma, 1982 and 1981.
* Plymouth trucks are Trail Duster, Voyager and Arrow.
**Miscellaneous includes Imports, Mercedes, Crane Carrier, Oshkosh, FWD, Hendrickson, etc.

U. S. HEAVY DUTY REGISTRATIONS

TWO MONTHS, 1982 VS. 1981★

	2 mos., 1982	Percent Share of '82 market	2 mos., 1981	Percent Share of '81 market	Pct. pt. Change, '82-'81
International	4,222	21.54	6,144	25.98	− 4.44
Ford	4,161	21.23	5,229	22.11	− 0.88
GMC	3,498	17.85	3,078	13.02	+ 4.83
Mack	2,204	11.25	2,599	10.99	+ 0.26
Kenworth	1,220	6.23	1,517	6.41	− 0.18
Freightliner	1,119	5.71	1,120	4.74	+ 0.97
Chevrolet	1,103	5.63	1,656	7.00	− 1.37
Peterbilt	1,022	5.22	825	3.49	+ 1.73
White	320	1.63	570	2.41	− 0.78
Mercedes-Benz	128	0.65	152	0.64	+ 0.01
Western Star	124	0.63	112	0.47	+ 0.16
Autocar	104	0.53	203	0.86	− 0.33
Volvo	59	0.30	165	0.70	− 0.40
Misc.	314	1.60	278	1.18	+ 0.42
TOTALS	19,598	100.00	23,648	100.00	.....

★—Groups 7 and 8 trucks only; no registrations for Oklahoma, 1982 and 1981.

NEW TRUCK REGISTRATION BY MAKE AND GVW CLASS

FEBRUARY, 1982 VS. 1981★

		Group 1 6,000 pounds and less	Group 2 6,001-10,000	Group 3 10,001-14,000	Group 4 14,001-16,000	Group 5 16,001-19,500	Group 6 19,501-26,000	Group 7 26,001-33,000	Group 8 33,001 and over	Make Totals
AUTOCAR	Feb. '82	.....	.....	.....	.....	.....	.....	.....	46	46
	Feb. '81	.....	.....	.....	.....	.....	.....	.....	109	109
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	**104**	**104**
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	203	203
BROCKWAY	**Feb. '82**	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Feb. '81	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	.....	.....
CHEVROLET	**Feb. '82**	**33,854**	**24,155**	**994**	.....	**68**	**602**	**997**	**50**	**60,510**
	Feb. '81	26,506	21,611	791	.....	75	735	745	100	50,563
	Year to Date '82	**60,203**	**46,583**	**2,150**	.....	**73**	**713**	**999**	**104**	**110,805**
	Year to Date '81	53,377	44,435	2,048	.....	157	1,515	1,478	178	103,188
(Memo Units) #	**Feb. '82**	**19,486**	**7,284**	.....	.....	.....	.....	.....	.....	**26,770**
	Feb. '81	10,207	5,838	.....	.....	.....	.....	.....	.....	16,045
	Year to Date '82	**34,409**	**13,930**	.....	.....	.....	.....	.....	.....	**48,339**
	Year to Date '81	20,409	11,783	.....	.....	.....	.....	.....	.....	32,192
DODGE	**Feb. '82**	**10,168**	**5,115**	**4**	.....	.....	.....	.....	.....	**15,287**
	Feb. '81	7,768	4,896	53	1	.....	.....	.....	.....	12,718
	Year to Date '82	**20,229**	**10,438**	**11**	.....	.....	.....	.....	.....	**30,678**
	Year to Date '81	14,346	9,613	87	1	.....	.....	.....	.....	24,047
(Memo Units) #	**Feb. '82**	**6,233**	**3,498**	.....	.....	.....	.....	.....	.....	**9,731**
	Feb. '81	4,900	2,747	5	.....	.....	.....	.....	.....	7,652
	Year to Date '82	**12,544**	**6,974**	.....	.....	.....	.....	.....	.....	**19,518**
	Year to Date '81	9,012	5,388	10	.....	.....	.....	.....	.....	14,410
FORD	**Feb. '82**	**14,628**	**29,215**	.....	.....	.....	**789**	**1,470**	**533**	**46,635**
	Feb. '81	18,247	30,998	.....	.....	.....	1,116	2,025	697	53,083
	Year to Date '82	**25,722**	**56,220**	.....	.....	.....	**1,548**	**2,913**	**1,248**	**87,651**
	Year to Date '81	34,928	63,170	.....	.....	.....	2,235	3,904	1,325	105,562
(Memo Units) #	**Feb. '82**	**5,463**	**9,947**	.....	.....	.....	.....	.....	.....	**15,410**
	Feb. '81	7,223	9,567	.....	.....	.....	.....	.....	.....	16,790
	Year to Date '82	**10,141**	**19,516**	.....	.....	.....	.....	.....	.....	**29,657**
	Year to Date '81	13,454	19,153	.....	.....	.....	.....	.....	.....	32,607
FREIGHTLINER	**Feb. '82**	.....	.....	.....	.....	.....	.....	.....	**497**	**497**
	Feb. '81	.....	.....	.....	.....	.....	.....	.....	604	604
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	**1,119**	**1,119**
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	1,120	1,120
GMC	**Feb. '82**	**6,439**	**6,667**	**124**	.....	**24**	**255**	**966**	**554**	**15,029**
	Feb. '81	4,505	5,387	.....	.....	45	478	770	765	11,950
	Year to Date '82	**11,187**	**12,442**	**250**	.....	**71**	**601**	**2,248**	**1,250**	**28,049**
	Year to Date '81	8,771	10,703	.....	.....	73	993	1,591	1,487	23,618
(Memo Units) #	**Feb. '82**	**2,955**	**1,720**	.....	.....	.....	.....	.....	.....	**4,675**
	Feb. '81	654	1,177	.....	.....	.....	.....	.....	.....	1,831
	Year to Date '82	**5,036**	**3,263**	.....	.....	.....	.....	.....	.....	**8,299**
	Year to Date '81	1,284	2,379	.....	.....	.....	.....	.....	.....	3,663
INTERNATIONAL	**Feb. '82**	.....	.....	.....	.....	.....	**973**	**860**	**1,075**	**2,908**
	Feb. '81	.....	290	.....	.....	.....	1,493	1,584	1,514	4,881
	Year to Date '82	.....	.....	.....	.....	.....	**1,924**	**1,866**	**2,356**	**6,146**
	Year to Date '81	.....	780	.....	.....	.....	3,374	3,118	3,026	10,298
(Memo Units) #	**Feb. '82**	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Feb. '81	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	.....	.....
JEEP	**Feb. '82**	**2,130**	**1,790**	.....	.....	.....	.....	.....	.....	**3,920**
	Feb. '81	1,905	1,707	.....	.....	.....	.....	.....	.....	3,612
	Year to Date '82	**4,474**	**4,216**	.....	.....	.....	.....	.....	.....	**8,690**
	Year to Date '81	4,204	3,674	.....	.....	.....	.....	.....	.....	7,878
(Memo Units) #	**Feb. '82**	**2,130**	**1,338**	.....	.....	.....	.....	.....	.....	**3,468**
	Feb. '81	1,905	1,279	.....	.....	.....	.....	.....	.....	3,184
	Year to Date '82	**4,474**	**3,122**	.....	.....	.....	.....	.....	.....	**7,596**
	Year to Date '81	4,204	2,740	.....	.....	.....	.....	.....	.....	6,944
KENWORTH	**Feb. '82**	.....	.....	.....	.....	.....	.....	.....	**548**	**548**
	Feb. '81	.....	.....	.....	.....	.....	.....	.....	712	712
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	**1,220**	**1,220**
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	1,517	1,517
MACK	**Feb. '82**	.....	.....	.....	.....	.....	**193**	**58**	**830**	**1,081**
	Feb. '81	.....	.....	.....	.....	.....	77	1	1,170	1,248
	Year to Date '82	.....	.....	.....	.....	.....	**373**	**102**	**2,102**	**2,577**
	Year to Date '81	.....	.....	.....	.....	.....	149	10	2,589	2,748
MERCEDES-BENZ	**Feb. '82**	.....	.....	.....	.....	.....	**166**	**52**	.....	**218**
	Feb. '81	.....	.....	.....	.....	.....	.....	.....	.....	313
	Year to Date '82	.....	.....	.....	.....	.....	**358**	**128**	.....	**486**
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	.....	602
PETERBILT	**Feb. '82**	.....	.....	.....	.....	.....	.....	.....	**481**	**481**
	Feb. '81	.....	.....	.....	.....	.....	.....	.....	441	441
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	**1,022**	**1,022**
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	825	825
PLYMOUTH	**Feb. '82**	**686**	**305**	.....	.....	.....	.....	.....	.....	**991**
	Feb. '81	1,241	310	.....	.....	.....	.....	.....	.....	1,551
	Year to Date '82	**1,271**	**653**	.....	.....	.....	.....	.....	.....	**1,924**
	Year to Date '81	2,207	695	.....	.....	.....	.....	.....	.....	2,902
VOLVO	**Feb. '82**	.....	.....	.....	.....	.....	.....	**13**	**10**	**23**
	Feb. '81	.....	.....	.....	.....	.....	.....	49	23	72
	Year to Date '82	.....	.....	.....	.....	.....	.....	**36**	**23**	**59**
	Year to Date '81	.....	.....	.....	.....	1	.....	95	70	166
WESTERN STAR	**Feb. '82**	.....	.....	.....	.....	.....	.....	.....	**69**	**69**
	Feb. '81	.....	.....	.....	.....	.....	.....	.....	62	62
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	**124**	**124**
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	112	112
WHITE	**Feb. '82**	.....	.....	.....	.....	.....	.....	.....	**174**	**174**
	Feb. '81	.....	.....	.....	.....	.....	.....	.....	330	330
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	**320**	**320**
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	570	570
MISCELLANEOUS*	**Feb. '82**	**22,067**	**500**	.....	**2**	**1**	.....	**20**	**148**	**22,738**
	Feb. '81	20,512	253	.....	1	2	264	112	99	21,243
	Year to Date '82	**44,504**	**877**	.....	**4**	**1**	.....	**28**	**286**	**45,700**
	Year to Date '81	38,656	359	.....	1	3	500	226	185	39,930
TOTALS	**Feb. '82**	**89,772**	**87,747**	**1,112**	**2**	**93**	**2,978**	**4,436**	**4,935**	**171,075**
	Feb. '81	80,684	85,452	844	2	122	4,163	5,286	6,642	163,195
	Year to Date '82	**167,590**	**131,409**	**2,411**	**4**	**145**	**5,517**	**8,320**	**11,278**	**326,674**
	Year to Date '81	156,489	133,429	2,135	2	234	8,766	10,422	13,226	324,703

★—No Oklahoma registrations 1982 and 1981.

#—Memo units are trucks which are part of the total listed above each entry. Chevrolet memo units are Chevy-Van, El Camino and Blazer; Dodge, compact trucks; Ford, Econoline, Ranchero and Bronco; GMC, Vandura, Jimmy and Sprint; International Scout, Jeep, CJ-5, CJ-6 and Commando. *—Miscellaneous includes Imports, Divco, Hendrickson, Oshkosh, etc.

—Compiled from R. L. Polk & Co. data.

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By 4.8 percent

Feb. truck market tops '81 level

Continued from Page 14

last year's 39,015. Group 1 tallies were up 15.1 percent, from 38,656 in 1981 to 44,504. The Group 2 total was 877 units, 144.3 percent higher than the year-ago 359.

Medium-truck registrations through February were 37.1 percent lower than a year ago, dropping from 9,002 units in 1981 to 5,666.

The Group 6 count was 5,517 units, a decline of 37.1 percent from the year-earlier 8,766. There were 145 Group 5 tallies, off 38 percent from last year's 234. Only four Group 4 units were registered, compared with two in 1981.

Two-month registrations of heavy trucks dropped 17.1 percent to 19,598 units, compared with 23,648 a year ago.

Group 8 was down 14.7 percent, from 13,266 units in 1981 to 11,278, while the Group 7 total of 8,320 tallies was 20 percent lower than the 10,422 registered in the same period a year ago.

No. 1 Chevrolet, the leader in retail truck sales since last November, boosted its edge in registrations over runnerup Ford by more than 15,000 units in February.

Chevrolet's two-month total of 110,805 tallies widened its margin over Ford by more than 20,000 units. Through February, the Ford count was 87,651.

Chevrolet accounted for 33.92 percent of the industry's two-month registrations, an improvement of 2.14 percentage points over the year-ago 31.78 percent of the total on 103,188 tallies.

Ford, the leader a year ago, had more than 15,000 fewer registrations through February than last year, and suffered a loss of 5.68 points in its share of the industry total.

This year, Ford accounted for 26.83 percent of the two-month count, compared with 32.51 percent in 1981 with 105,562 registrations.

Registrations of Dodge and GMC trucks were up significantly over the first two months of 1981, and their penetration showed a marked improvement. The Dodge share was up almost two points, and GMC's was close to 1.5 points.

2 dealer groups endorse American Warranty

LOS ANGELES. — The New Mexico Automotive Dealers Assn. here has endorsed American Warranty Corp. after a review of service contract companies.

Earlier, American Warranty won endorsement from the Georgia Automobile Dealers Assn.

HD registrations for two months dip 17.1 percent

Continued from Page 14

months totaled 1,022 units, an increase of 24 percent over the year ago 825. Its penetration was up 1.73 points, from 3.49 percent of the 1981 total to 5.22 percent.

International lost a little ground in February, with No. 2 Ford narrowing the gap to only 61 units. International had 4,222 registrations, compared with 4,161 for Ford.

International's share of the industry total through February was down 4.44 points from last year. In 1981, it accounted for 25.98 percent with 6,144 tallies, compared with 21.54 percent this year with 4,222 units units.

Two-month registrations were down significantly this year in both Groups 7 and 8.

The Group 7 count was off 20 percent, from 10,422 units last year to 8,320. There were 11,278 Group 8 tallies this year, a decline of 14.7 percent from the year-ago 13,226 units.

Alfa Romeo adds electronics, holds price for Spider

ENGLEWOOD CLIFFS, N. J. —Alfa Romeo has added fuel injection and electronic ignition for its 1982 Spider Veloce, increased its price by five dollars and increased dealer margins.

The two-seat convertible gets Bosch L-Jetronic fuel injection. A color-keyed interior is also offered this year, with more colors available.

Standard equipment includes leather seats, power windows and mirrors, alloy wheels and ZF limited-slip differential. Optional Daytona-style wheels are new this year.

The Spider Veloce's list price is $14,990 — $5 more than for '81 models. Dealer discount has been increased to 17 percent from 15 percent.

Worldwide Truck gets bigger share of GM operations

Continued from Page 14

grate and strengthen the Truck and Bus Group to capitalize on the long-term needs of an expanding worldwide market," McDonald said.

"We have continued to be impressed with the potential for growth in the years ahead, particularly in the developing nations.

"In bringing together our expertise in design, engineering, manufacturing, sales and service on a worldwide basis, we will maximize the opportunity to provide the types of products needed to meet customer demands around the world," he said.

In addition to the U. S. operation, the worldwide group also will have operational responsibility for the Bedford truck operations of Vauxhall Motors, Ltd., and product design responsibility for the truck and bus operations of GM of Canada, Diesel Division of Canada and the North American Vehicles Overseas organization.

The worldwide group will continue to co-ordinate its activities with those of GM do Brasil, Isuzu Motors, Ltd., Tokyo, of which GM owns 45 percent.

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CHRYSLER MAXIMUM AMOUNT: $200,000
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CHRYSLER Annual Premium: $1,800.00
SAVINGS OF: $1,299.00
Smoker Rate: $1,034.00
CHRYSLER Annual Premium: $1,800.00
SAVINGS OF: $ 766.00

FORD MAXIMUM AMOUNT: $300,000
Male, Age 50
Non-Smoker Rate: $ 706.00
FORD Annual Premium: $2,040.00
SAVINGS OF: $1,334.00
Smoker Rate: $1,470.00
FORD Annual Premium: $2,040.00
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23	28	2.00	0.80
24	29	2.00	0.82
25	30	2.00	0.83
26	31	2.00	0.83
27	32	2.00	0.85
28	33	2.00	0.86
29	34	2.00	0.88
30	35	2.00	0.89
31	36	2.00	0.89
32	37	2.00	0.90
33	38	2.00	0.91
34	39	2.00	0.93
35	40	2.00	0.96
36	41	2.00	1.00
37	42	2.00	1.04
38	43	2.00	1.10
39	44	2.00	1.14
40	45	2.00	1.19
41	46	2.00	1.22
42	47	2.00	1.24
43	48	2.00	1.27
44	49	2.00	1.31
45	50	2.00	1.38
46	51	2.00	1.52
47	52	2.00	1.68
48	53	2.00	1.85
49	54	2.17	2.06
50	55	2.38	2.27
51	56	2.60	2.48
52	57	2.83	2.71
53	58	3.07	2.95
54	59	3.33	3.20
55	60	3.60	3.47
56	61	3.88	3.75
57	62	4.16	4.03
58	63	4.46	4.33
59	64	4.80	4.67
60	65	5.19	5.06
61	66	5.62	5.48
62	67	6.08	5.94
63	68	6.58	6.44
64	69	7.15	7.01
65	70	7.79	7.65
66	71	8.51	8.36
67	72	9.28	9.13
68	73	10.12	9.98
69	74	11.08	10.94
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Chrysler Corp.

April 27—Harrisonburg Auto Auction, Harrisonburg, Va.; South Seattle Auto Auction, 19443 77th Ave. S., Kent, Wash.

April 28—Central States Auto Auction, 824 S. Taft, Mason City, Ia.; Northway Exchange, Clifton Park, N. Y.

American Motors

April 27—Aptco Auto Auction, Taylor, Mich.

April 28—Minneapolis Auto Auction, Shakopee, Minn.

April 29—Todd Auto Auction, Telford, Pa.; Fredericksburg Auto Auction, Fredericksburg, Va.; Evansville Auto Auction, Evansville, Ind.

April 30—Union Pacific Railhead, Montebello, Calif.

Used car sales
Auction Averages

April to date	$4,711
Month ago	$4,781
Year ago	$4,087

Model breakdown
Auction Averages

	April To Date	March	February
1982	$9,478	$9,019	$7,719
1981	7,187	6,839	6,422
1980	5,472	5,439	5,282
1979	4,642	4,759	4,487
1978	3,747	3,849	3,658
1977	2,903	2,953	2,783
1976	2,173	2,281	2,189
1975	1,487	1,695	1,798
Overall Average	$4,711	$4,781	$4,587

Chevrolet signs Kehl

MECHANICSBURG, O. — Dave Kehl has been franchised here by Chevrolet.

Prostrollo's 25th

Jerry L. Prostrollo, right, owner of Prostrollo Motor Co., Madison, S. D., receives Chevrolet's 25-year dealer plaque award from Sherman F. Fortner Jr., Fargo zone manager.

Kaisers, Frazers to be displayed

OAKLAND, Calif. — About 50 Kaiser and Frazer autos will be displayed here May 8 at a meet organized by the Kaiser-Frazer Owners Club International. The meet is in conjunction with the opening of a Henry J. Kaiser exhibit at the Kaiser Center.

The exhibit will depict the life of Henry Kaiser through photographs and memorabilia. Kaiser headed the company that built Kaiser, Frazer and Henry J cars at Willow Run, Mich., from 1946 to 1955. The company produced about 750,000 cars.

used-car auction directory

Display Rates: $59.00 per column inch (minimum space, 1 inch on 1 column). Listing Rates: (Maximum: Four lines of type - 1 time, $17.00; 13-times, $13.00; 26-times, $11.50; 52-times, $10.00. For Frequency Display Rates Contact Want Ad Dept., Automotive News, 965 E. Jefferson, Detroit 48207. Phone (313) 567-9520. Closing: 10 days in advance.

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But output of 117,628 is far below last year's

Car production edges up for week

By Patricia Hoffman
Staff Writer

Downtime at Volkswagen of America's Westmoreland facility and the one-day closing at General Motors' Framingham point in observance of Patriot's Day were offset by the return of three car assembly points last week, and U. S. auto production rose 2.58 percent from the previous week's total.

The auto makers targeted production at 117,628 units, up from 114,664 the previous week, but down 26.49 percent from the year-ago total of 160,006.

With the return of Ford's Lorain facility, all of Ford's assembly points were reported working last week. Also operating last week were all Chrysler Corp., Checker Motors and American Motors plants.

Production resumed last week at GM's Fremont and Lordstown points. Both were idle one week for inventory control.

VW of A's Westmoreland plant began the first of a two-week shutdown last week to control inventory. The plant is slated to return May 3.

GM's Leeds facility remained idle last week for inventory control.

Also at GM, the Oklahoma City and Janesville plants remain down for model changeover. Janesville is scheduled to resume operations Tuesday June 1 (the day after the Memorial Day Holiday) with production of the Cadillac Cimarron. Cimarron assembly was dropped from the South Gate assembly point when the plant was mothballed March 23.

Saturday overtime was scheduled last week at GM's Tarrytown facility. It was the third consecutive week of overtime at the plant.

Breakdown for the week by company is: GM, 58.66 percent; Ford, 26.46 percent; Chrysler, 13.60 percent; AMC, 1.19 percent and Checker Motors, 0.09 percent.

UAW drafting its demands for Chrysler negotiations

Continued from Page 3

cial, it is estimated that it will cost the company $2,873 for the health care benefits of each active worker and $1,745 for each retiree in 1982. That is $2.22 an hour.

According to the official, that reduces the labor cost gap between Chrysler and Ford-GM, currently set at about $3.50 an hour, to about $1.50 an hour. While the Chrysler ratio of active to retired workers is about one to one, GM has a little over two active workers to each retiree and Ford has about two to one, he said.

Chrysler had 105,000 active hourly workers in the U. S. in 1979 compared with 44,400 today. There currently are 40,600 hourly and salaried retirees.

"The only way we are going to be able to increase the number of workers is if the Chrysler market penetration fairy comes along and sales increase," said a Chrysler official.

Because of the high cost of pensions, Chrysler and the union will look at the structure of pension plans, hoping to cut the ratio. Besides increasing the number of people working, it is also possible to cut the number of workers who "bail out early," a Chrysler official said.

With the high cost of health care programs, it could be possible that vast changes might be made in eligibility. One program which has some support in the union is requiring workers who elect to have private physicians co-pay while those who use HMO's get full coverage.

"If this came up, I would not fight the concept," Stepp said. "I would look at it objectively."

Other areas of price cutting could be in an expanded use of generic drugs.

"The health care costs are a burden to the company," Stepp said. "A tripartite discussion is needed, but the insurance companies, the manufacturers and the workers must come to the party."

Stepp said the union also is interested in getting a guaranteed income stream (GIS) for Chrysler workers, but he indicated that it might not follow the same pattern as those recently negotiated at GM and Ford where high-seniority workers get a minimum of 50 percent of their pay if they are permanently laid off.

A Chrysler official said the company cannot afford a GM or Ford GIS plan.

Neither side expects profit sharing to be a major part of negotiations although it was a demand in the 1979 talks. So far, Chrysler has not generated enough profit to share under the negotiated formula.

Truck production jumps to 46,370, highest in 2 years

Domestic truck production last week was the highest in more than two years as three plants worked overtime and all of Ford Motor's facilities were operating.

Last week's truck production was targeted at 46,370 units, up 14.88 percent from 40,364 the previous week and a substantial increase of 48.47 percent from 31,232 in the comparable 1981 period. It was the highest weekly output for the makers since they finished 47,541 trucks in the week ended March 24, 1980.

General Motors scheduled Saturday overtime last week at its Janesville and St. Louis plants.

Also working six days was Chrysler Corp.'s Warren truck point. The plant has been operating a daily nine-hour shift.

All Ford Motor, International Harvester and American Motors facilities were reported working last week. Ford's Kentucky plant resumed operations last week.

GM's Flint point and Volkswagen of America's Westmoreland plant were both idle last week. Westmoreland began a two-week shutdown to control inventory. Operations are slated to resume May 3.

Car production rises in Canada, but trucks dip

With all Canadian car assembly points reported operating, last week's auto production climbed 1.97 percent from the previous week's total, but output fell 7.30 percent from last year's comparable week.

Last week's car output was targeted at 21,259 units, up from 20,848 the previous week, but down from 22,932 in the comparable 1981 week.

So far this year, the manufacturers have finished 270,925 cars, a 4.34 percent gain from 259,653 in the same period last year.

Truck production fell 1.09 percent last week to 12,926 units from 13,068 in the previous week, but the total was up 1.73 percent from 12,706 in the comparable 1981 week.

Year-to-date the truck makers built 160,786 units, down 10.52 percent from 179,681 in the same 1981 period.

Ford Motor's St. Thomas car point operated on two daily nine-hour shifts last Monday through Thursday, returning to normal eight-hour shift operations on Friday. The facility began working the four-day-a-week overtime schedule April 12 and plans to continue it for "the immediate future," Ford said.

General Motors' Oshawa (No. Two) car facility continued on a one-shift operation last week. The second shift was idled indefinitely April 12.

All car and truck facilities were reported working last week.

U. S. CAR PRODUCTION

	Week Ended April 24, 1982	Week Ended April 25, 1981	Week Ended April 17, 1982	April to Date	Jan. 1 to April 25, 1981	Jan. 1 to April 24, 1982
AMERICAN MOTORS	1,400*	2,300*	1,400*	4,481*	32,854*	18,095*
Spirit	.....	.....	.....	.....	.....	.....
Concord	.....	.....	.....	.....	.....	.....
Eagle	.....	.....	.....	.....	.....	.....
CHRYSLER CORP.	16,000	21,754	15,674	44,876	260,499	183,939
Plymouth Total	6,800	10,913	6,596	18,720	129,211	77,255
Horizon	2,700	4,608	2,684	6,817	48,664	23,851
Reliant	4,100	6,019	3,912	11,903	71,109	53,404
Caravelle	.....	286	.....	.....	1,990	.....
Gran Fury	.....	.....	.....	.....	7,448	.....
Chrysler Total	2,600	1,595	2,883	8,053	20,746	34,097
LeBaron	2,600	1,595	2,883	8,053	15,884	34,097
Chrysler	.....	.....	.....	.....	4,862	.....
Dodge Total	6,600	9,246	6,195	18,103	110,542	72,587
Omni	2,400	3,150	2,277	6,190	36,774	22,376
Aries	3,300	5,075	3,261	9,565	57,913	40,232
Diplomat	.....	1,021	.....	.....	12,168	.....
Dodge 400	900	.....	657	2,348	.....	9,979
St. Regis	.....	.....	.....	.....	3,682	.....
FORD MOTOR	31,129	34,563	29,226	85,835	439,245	302,294
Ford Division	20,373	23,939	18,781	56,289	304,940	186,540
Escort	8,374	6,841	7,832	23,015	125,166	83,084
Fairmont	3,539	5,722	3,593	10,096	61,432	29,820
Must./Must. II	3,573	4,362	3,598	10,388	45,911	34,131
Granada	3,436	2,913	3,586	9,536	24,311	28,738
Thunderbird	1,258	2,351	.....	2,705	21,344	8,785
Ford	.....	1,730	.....	.....	26,776	.....
EXP	193	.....	172	549	.....	1,922
L-M Division	10,756	10,624	10,445	29,546	134,305	115,754
Mercury Total	8,690	8,984	8,368	23,735	115,058	84,952
Lynx	2,611	2,499	2,756	7,293	43,282	25,118
Capri	910	1,508	1,000	2,636	13,734	9,048
Zephyr	1,067	1,324	1,050	3,033	16,834	9,507
Cougar	1,818	1,449	1,713	4,569	11,395	14,890
XR-7	355	889	.....	833	8,814	2,916
Mercury	1,815	1,315	1,766	5,113	20,999	22,952
LN7	114	.....	83	258	.....	521
Lincoln Total	2,066	1,640	2,077	5,811	19,247	30,802
Continental ('82)	413	.....	416	1,162	.....	6,690
Lincoln	1,038	820	1,021	2,837	9,173	12,841
Mark VI	615	820	640	1,812	10,074	11,271
GENERAL MOTORS	58,999	97,243	64,501	201,708	1,296,317	815,776
Buick Division	14,037	22,516	14,181	44,364	306,501	215,681
Skylark	3,097	5,232	3,063	8,839	84,232	39,736
Skyhawk J	.....	.....	.....	3,061	.....	22,327
Century	2,255	5,231	2,330	6,916	61,830	38,449
Regal	4,555	6,881	4,609	13,318	86,465	55,720
Buick	3,170	3,847	3,149	9,409	54,856	49,585
Riviera	960	1,325	1,030	2,821	19,218	9,864
Cadillac Division	5,700	4,018	5,865	16,887	93,390	75,464
Cimarron	.....	80	.....	.....	46	1,401
Seville	600	503	642	1,776	10,460	7,738
Eldorado	1,500	1,314	1,603	4,435	21,534	20,220
Cadillac	3,600	2,116	3,620	10,676	61,350	46,105
Chevrolet Division	26,110	31,327	23,144	74,309	453,224	273,115
Chevette	6,070	8,338	6,541	19,298	102,302	58,379
Cavalier	1,490	1,029	.....	3,196	2,009	29,679
Celebrity	2,200	.....	.....	4,371	.....	16,673
Camaro	5,460	2,693	5,612	16,030	42,152	66,274
Citation	4,770	8,561	4,892	13,059	118,192	43,786
Malibu	3,280	6,542	3,261	9,880	83,227	26,802
Monte Carlo	1,765	3,764	1,774	5,268	42,948	15,785
Chevrolet	475	.....	464	1,404	51,526	6,401
Corvette	600	400	600	1,803	10,868	9,337
Oldsmobile Division	12,618	25,646	12,890	38,555	309,001	241,044
Omega	1,710	3,185	1,774	4,934	50,572	26,394
Firenza	.....	.....	.....	1,767	.....	23,615
Cutlass	2,400	14,178	2,580	6,540	146,862	61,655
Cutlass/Ciera	2,545	.....	2,614	7,681	.....	36,252
Oldsmobile	5,423	7,045	5,333	16,003	95,138	82,514
Toronado	540	1,238	589	1,630	16,429	10,614
Pontiac Division	10,534	13,736	8,421	27,593	136,101	110,472
Acadian†	460	476	460	1,485	7,539	3,400
J2000	1,230	1,044	.....	2,209	2,972	6,402
T1000	910	2,723	550	1,763	15,280	3,836
Firebird	2,941	1,366	3,067	8,698	16,898	36,232
Phoenix	1,033	2,967	1,051	2,782	38,383	9,316
Grand Prix	1,640	3,097	1,648	4,639	31,191	23,441
Bonneville ('82)	1,640	.....	1,645	4,643	.....	23,366
A6000	680	.....	.....	1,374	.....	4,479
LeMans	.....	1,837	.....	.....	18,961	.....
Pontiac	.....	226	.....	.....	4,877	.....
VOLKSWAGEN	.....	4,146	3,763	6,671	62,096	30,938
CHECKER	100*	.....	100*	220*	633*	1,100*
Total Cars, U. S.	117,628	160,006	114,664	343,791	2,093,644	1,452,142

TRUCK PRODUCTION IN U. S.†

	Week Ended April 24, 1982	Week Ended April 25, 1981	Week Ended April 17, 1982	April to Date	Jan. 1 to April 25, 1981	Jan. 1 to April 24, 1982
CHEVROLET	14,970	5,392	14,277	41,993	189,095	201,176
DODGE	3,200	2,792	3,211	8,698	27,899	40,132
FORD	19,259	15,424	13,009	49,920	197,370	205,337
GMC	5,421	1,433	5,999	16,495	64,537	74,568
INTERNATIONAL	950*	1,688	740*	2,664*	25,099	15,748*
VOLKSWAGEN	.....	1,013	558	1,039	15,152	5,776
JEEP	1,520*	2,000*	1,520*	4,560	28,986*	24,910
AM GENERAL	50*	90*	50*	150*	1,355*	690*
MISCELLANEOUS	1,000*	1,400*	1,000*	3,000*	18,600*	20,200*
Total Trucks, U. S.	46,370	31,232	40,364	128,519	568,093	588,537

CANADIAN TRUCK PRODUCTION

	Week Ended April 24, 1982	Week Ended April 25, 1981	Week Ended April 17, 1982	April to Date	Jan. 1 to April 25, 1981	Jan. 1 to April 24, 1982
CHRYSLER CORP.	2,463	1,912	2,467	6,563	21,536	30,466
FORD MOTOR	3,434	4,049	3,437	9,809	55,537	39,555
GENERAL MOTORS	6,760	6,499	6,894	20,196	98,590	86,888
INTERNATIONAL	269	246	270	753	4,028	3,877
Total Trucks, Canada	12,926	12,706	13,068	37,323	179,681	160,786
N. American Trucks	59,296	43,938	53,432	165,842	747,774	749,323

†—Also includes window van production. *—Estimated.
Jeep includes commercial only. All General includes government-destined vehicles.

CANADIAN CAR PRODUCTION

	Week Ended April 24, 1982	Week Ended April 25, 1981	Week Ended April 17, 1982	April to Date	Jan. 1 to April 25, 1981	Jan. 1 to April 24, 1982
AMERICAN MOTORS	600	726	487	1,595	9,833	8,382
CHRYSLER CORP.	3,440	1,797	3,471	9,581	8,693	51,933
FORD MOTOR	9,004	7,049	9,151	26,041	57,553	86,784
GENERAL MOTORS	7,990	13,135	7,514	24,096	180,143	120,384
VOLVO	225	225	225	675	3,431	3,432
Total Cars, Canada	21,259	22,932	20,848	62,088	259,653	270,915
N. American Cars	138,887	182,938	135,512	405,879	2,353,297	1,723,057
N. American Trucks	59,296	43,938	53,432	165,842	747,774	749,323
North American Cars and Trucks	198,183	226,876	188,944	571,721	3,101,071	2,472,380

†—All Acadians and Corvettes are built for sale in Canada. *—Estimated.